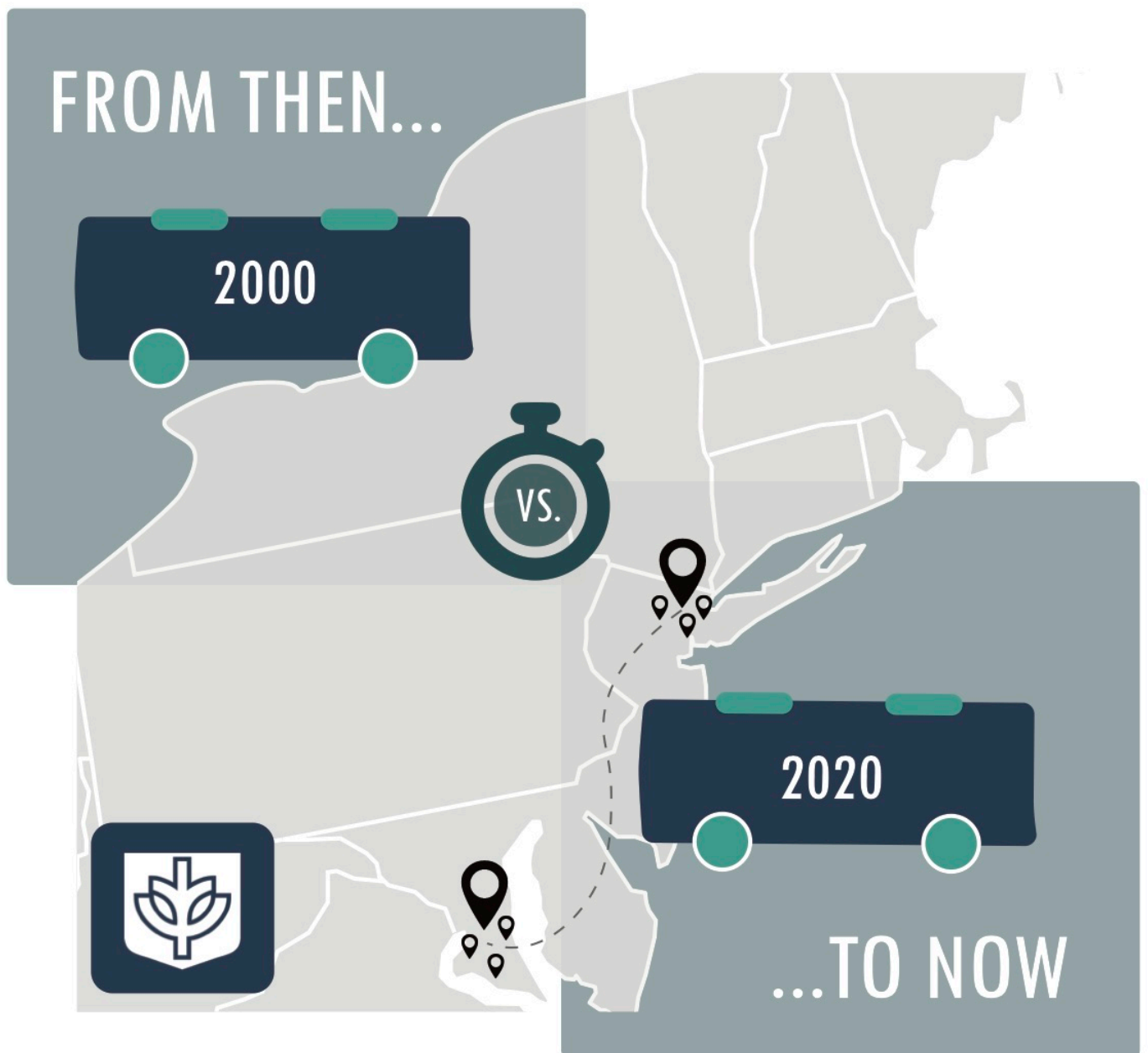


The Evolution of New York – Washington Intercity Bus Service: 2000 to 2020

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AUTHOR INFORMATION



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Introduction

One of the most important changes to the intercity bus industry over the past decade has been the development of regional network connections. These types of services manifest themselves in three different ways on any given route: first, with multiple stops in a region including the major city's downtown area, second, with multiple stops in a city, and third, with multiple stops in a region without travelling into the city. Although this strategy may appear similar to Greyhound's national route network from the mid-to-late 1900s with multiple stops on most trips, the overall concept differs in how it's presented and delivered to the customer, primarily through technology.

Today's regionally focused network concept stems from three factors: convenience, mobility and accessibility. The convenience factor cannot be overstated, as the ability to purchase tickets on your mobile device, walk up to the bus, check in and board presents one of the most frictionless transactions currently available on any mode of intercity transport. Increased mobility through direct access to popular destinations also plays a significant role, as many individuals are willing to give up time or sit through additional stops for the ability to be picked up or dropped off closer to their actual starting or ending location. Accessibility through a simplified discovery process through aggregator sites such as Wanderu, GoToBus.com, BusBud, iLikeBus.com and others allow for one-stop search comparisons on multiple bus services based on time, location, price, amenities and even multi-modal connections.

From an operations standpoint, the biggest barrier to entry for a carrier to launch a route and obtain a stop location now involves applying for a sidewalk loading permit or renting space from a parking facility. Except in a handful of cases, there is little need for massive infrastructure investment and upkeep in owning and maintaining terminal facilities in these satellite suburban locations.

The best way to explain this strategy is by examining the evolution of a specific market. For our purposes, we've highlighted the growth of the NY-DC corridor over the last 20 years from 2000 to 2020. The NY-DC corridor provides the best example of how the national intercity bus network gradually transformed into a regional mobility solution that is nimble enough to adapt and change to market conditions quickly and efficiently.

Case Study: Metro New York – Metro Washington, DC Corridor

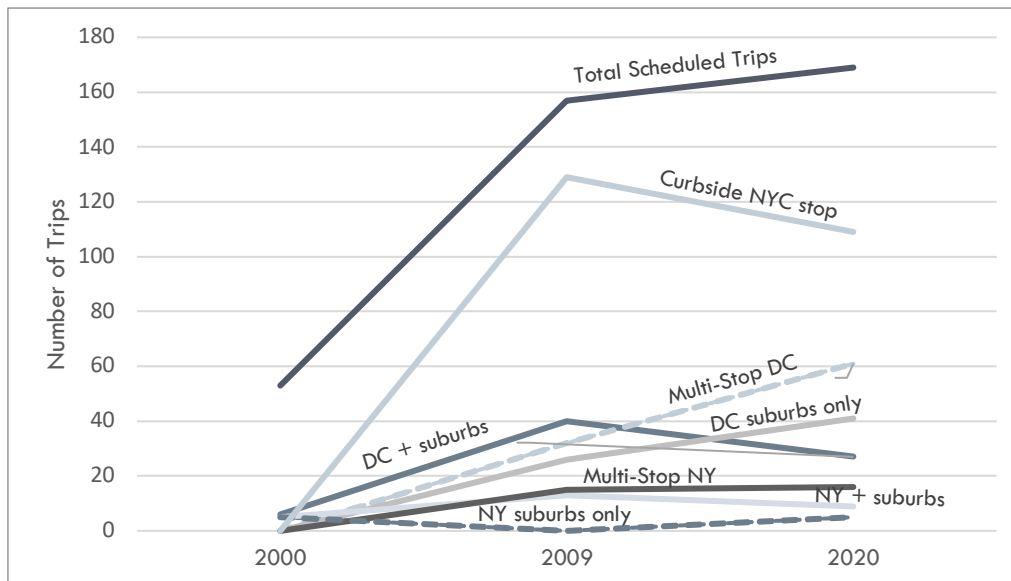
Over the 20 years from which our analysis of the Metro New York -Metro Washington corridor begins in 2000 to present day, the market has undergone significant evolution and growth. Many of these changes stem from new entrants in the market who introduced new amenities (i.e. wifi, outlets, reserved seating, dynamic pricing, etc) and service levels (i.e. premium and executive class coach trips) in their quest to win over riders. However, one of the most important (and often overlooked) factors in the development of this highly competitive market though comes from the stop locations carriers choose to load and unload passengers. Figure 1 below summarizes how the growth in regional access points in the NY and DC metro areas parallels the growth in total trips operated in the corridor.

Information for this analysis was gathered through an extensive search of printed and online schedules offered by carriers operating line service between Metro New York and Metro Washington DC in 2000, 2009 (the only intermediary year the research team was able to find the schedules of every carrier operating along the route) and 2020. We define Metro New York and Metro Washington DC the areas within 40 miles of the Port Authority Bus Terminal in New York City or Union Station in Washington DC, allowing the full impact of these services to be measured within their respective metropolitan areas. For research purposes only regular line-run carriers who advertise trips for sale online or via a physical

location were included in the study. Operators who serve stop locations in the NY and DC regions, but whose primary purpose in doing so is to pick-up and drop-off passengers from a long distance route (i.e. La Cubana, a few Chinatown companies operating to Florida, etc) were not included.

Please note that the research is restricted to the time periods from which the data was accessed. For 2000 figures, research data was gathered from a paper copy of the June 2000 schedule operated by Peter Pan and Greyhound (which pegs the overall 2000 departure figures as slightly higher due to summer travel demand). For 2009, a compilation of printed timetables and online schedule listings were used for each carrier from different months. For 2020 figures, statistics were gathered based on the schedules published to operate on Sunday, January 12, 2020. While this may not provide an even comparison across all study years, it is representative of the period in which the data was collected and measured. A full summary of the schedule data observed and recorded for this report can be found at the end of the report in Figure 6.

Figure 1: Metropolitan New York City – Metropolitan Washington: Scheduled Peak Day Trips



The follow definitions were used:

- Total Scheduled Trips:** Number of scheduled daily trips between metro areas
- Curbside NYC Stop:** Number of scheduled daily bus trips using curbside stops in New York City
- DC + Suburbs:** Number of scheduled daily trips serving both points in Washington, DC and its suburbs
- Multi-Stop DC:** Number of scheduled daily trips serving more than one location within Washington, DC
- Multi-Stop NY:** Number of scheduled daily trips serving more than one location within New York City
- NY + Suburbs:** Number of scheduled daily trips serving both points in New York City and its suburbs
- NY Suburbs Only:** Number of scheduled daily trips serving only New York suburbs

These estimates reflect non-holiday, peak day departures in each direction.

The largest increase across all metrics studied was the total number of scheduled peak day trips offered. Between 2000 and 2009, the number of peak day buses operating between both metropolitan areas increased from 53 to 157, a whopping 196% increase (Figure 1). There are several factors that contributed to this sharp increase over the course of 9 years. The proliferation of Chinatown Bus carriers earlier in the decade followed by other curbside operators that offered stops in Midtown NYC

and Downtown Washington DC helped to increase competition. As shown in Figure 2 below, 12 different carriers offered service between the two regions in 2009 versus only the incumbent Greyhound/Peter Pan pool operation in 2000. Of these carriers, approximately 34% of trips either originated or had a stop in Chinatown and nearly 76% had at least one curbside stop in Midtown Manhattan. The rise of scheduled curbside service also correlates with a reduction in the number of Greyhound operated schedules in the corridor, from 53 in 2000 to 28 in 2009 and 24 in 2020 (Figure 2). (Note – the 2000 and 2009 numbers include Peter Pan schedules, as both companies cooperated under a pooling agreement until 2017. The 2020 numbers present Greyhound and Peter Pan separately. BoltBus is presented separate from Greyhound in 2009 and 2020.).

Figure 2: Number of Peak Day Departures in NY-DC Corridor by Carrier, 2000-2020

Carrier Name	2000	2009	2020
<i>Greyhound</i>	53	28	24
<i>Peter Pan (Note 2)</i>	0	0	11
<i>BoltBus</i>	0	34	25
<i>Megabus</i>	0	14	23
<i>Vamoose</i>	0	9	14
<i>Washington Deluxe</i>	0	9	8
<i>Tripper Bus</i>	0	6	6
<i>DC2NY/BestBus</i>	0	3	16
<i>FlixBus</i>	0	0	21
<i>Go Buses</i>	0	0	10
<i>OurBus</i>	0	0	9
<i>Coach Run</i>	0	0	2
<i>Eastern Bus (Note 17)</i>	0	23	0
<i>MVP Bus</i>	0	7	0
<i>Hola Bus</i>	0	9	0
<i>Dragon Coach</i>	0	5	0
<i>New Century</i>	0	10	0
TOTAL SCHEDULES	53	157	169

With this phenomenon, one could catch a bus in another area of NY or DC outside the traditional terminal locations (i.e, Brooklyn or Dupont Circle) or at a secondary transit hub within the metropolitan area (i.e. Arlington (Roslyn), VA or Newark, NJ). The convenience of stop locations in populated, transit and car friendly locations helped to bring new people to the bus who wouldn't have travelled to a Greyhound terminal otherwise. In the New York Metro Area, the lack of available parking space in the Port Authority Bus Terminal to accommodate most new carriers further accelerated this trend. Overall, this level of frictionless travel coupled with later improvements (i.e. mobile ticketing, bus tracking, onboard entertainment) helped to solidify a customer base that has evolved along with the bus services they patronized.

Carriers continued to develop their route networks beyond 2009 and brought even more differentiation in a crowded market through greater access. In Washington DC, the effects of increased network access through geographical location were more pronounced. Starting with the advent of Vamoose service into Bethesda, MD and Arlington, VA in the early 2000s, nearly every carrier serving the DC Metro Area today offers (or has offered) a direct one seat ride to at least one suburban location along the Beltway region. The number of Metro DC stop locations offering a one seat bus ride to or from New York increased by 46% from 2009 to 2020. Most of these new locations are in Virginia including Tysons, VA, Springfield, VA and Lorton, VA, often with multiple daily departures from more than one carrier. The logic behind these expansions is slightly different from the New York Metro Area, as the Beltway region is more spread out with differing levels of transit connectivity. While there may be a Metro station

nearby or bus service, the suburban regions of Washington DC are generally more car centric and require park and ride locations. By providing a direct connection from these outer-region locations, carriers can provide both differentiation and access to customers, while generally charging a higher average fare (Figure 3).

Figure 3: Metro Washington DC Stop Locations (By Region/Neighborhood) 2000-2009

Location	2000	2009	2020
DC New York Avenue	Greyhound/Peter Pan	Greyhound/Peter Pan	None
DC Union Station	None	BoltBus DC2NY Washington Deluxe	Greyhound BoltBus Peter Pan Megabus Washington Deluxe BestBus Peter Pan
DC Metro Center	None	BoltBus Megabus	Coach Run
DC Chinatown	None	Eastern Bus Hola Bus MVP Bus New Century Bus	FlixBus
DC Dupont Circle	None	DC2NY Washington Deluxe	BoltBus BestBus Washington Deluxe
DC Tenleytown	None	Washington Deluxe	None
DC McPherson Square	None	Washington Deluxe	None
DC L'Enfant Square	None	None	Go Buses
DC Eastern Market	None	None	Go Buses
College Park, MD	None	None	Coach Run
New Carrollton, MD	None	Greyhound/Peter Pan	Greyhound
Silver Spring, MD	Greyhound/Peter Pan	Greyhound/Peter Pan	Greyhound Peter Pan
Greenbelt, MD	None	BoltBus	BoltBus Go Buses
Rockville, MD	None	Eastern Bus	FlixBus OurBus
Bethesda, MD	None	Vamoose Tripper Bus	Vamoose Tripper Bus OurBus
Arlington, VA	None	Vamoose Tripper Bus	Vamoose Tripper Bus
Springfield, VA	None	None	BestBus OurBus
Alexandria, VA	None	None	Go Buses
Tysons, VA	None	None	Go Buses OurBus
Vienna, VA	None	None	BestBus Go Buses
Lorton, VA	None	None	Vamoose
Manassas, VA	None	None	BestBus Go Buses

In the New York Metro Area, the number of bus stop regions (we grouped individual stops by the general area they're located – for example, all of the Midtown Manhattan curbside stops near Penn Station are covered under one region – Midtown West), increased by 71% from 7 distinct areas in 2009 to 12 in 2020. New areas included locations within New York City (i.e. Midtown East, GWB Bus Station)

and stops in Northern New Jersey (i.e. Clifton, Secaucus and New Brunswick). The advent of these new stops was two-fold: to help grow ridership through new network access in non-central business district areas, and to address community concerns in both the Chinatown and Midtown Manhattan areas regarding the proliferation of curbside bus services in their neighborhoods. As a result, peak day departures from on-street curbside locations in Manhattan have decreased by 12% from 129 departures in 2009 to 109 departures in 2020 and approximately 8% of all trips feature at least one stop outside New York City.

Figure 4: Metro NYC Stop Locations (By Region/Neighborhood): 2000-2020

Location	2000	2009	2020
NYC-Port Authority	Greyhound/Peter Pan	Greyhound/Peter Pan	Greyhound Peter Pan OurBus
NYC-Midtown West	None	BoltBus Megabus Vamoose Washington Deluxe Tripper Bus DC2NY Eastern Bus Hola Bus MVP Bus	BoltBus Megabus Vamoose Washington Deluxe Tripper Bus BestBus FlixBus OurBus Go Buses Coach Run
NYC-Midtown East	None	None	OurBus
NYC-Chinatown	None	Eastern Bus New Century Bus	FlixBus
NYC-Lower East Side	None	Washington Deluxe	Washington Deluxe
NYC-Brooklyn	None	Washington Deluxe	Washington Deluxe
NYC-GWB Bus Station	None	None	Greyhound
Union City, NJ	None	Hola Bus	OurBus
Secaucus, NJ	None	None	Megabus
Clifton, NJ	None	None	OurBus
Newark, NJ	Greyhound/Peter Pan	Greyhound	Greyhound BoltBus OurBus
New Brunswick, NJ	None	None	OurBus

Future Outlook & Trends

The trend towards more stop locations in metropolitan regions will like accelerate in the next decade. The changes that will ensue are manifested most notably today through the rapid expansion of FlixBus, which often utilizes multiple stop locations in a metro area (see Figure 5 below), often along the same route. Similar to Greyhound, Trailways and megabus.com, each stop’s appearance on the FlixBus website acts as a unique location pair when searched online by city. This enables a higher likelihood of purchase, as it allows passengers to single out the option that makes the most sense for their purpose of travel. Leveraging technology to offer a marketplace of choices that passengers can opt-in to based on personalized preferences through the booking process provides intercity bus companies a distinct advantage over most other modes of transport.

Customer preferences and behaviors is expected to shift towards a more seamless and frictionless travel experience. As mentioned in our previous publication, *Making Connections*, first and last mile mobility solutions and how their integration into intercity bus services, will create even greater opportunities for

passengers to manage their travel from start to finish under one itinerary. While there is a finite amount of potential locations and routes that can sustain the operation of a full size motorcoach, there is little reason why operators can't sell a feeder connection using smaller partner vehicles to bring passengers to a scheduled motorcoach trip. Two examples of such services today include the Door to Door service offered in select locations in Idaho and Utah by Salt Lake Express and in Ithaca, NY by OurBus. The adoption of platform tools to integrate multi-modal connections can and will serve as both mobility and marketing solutions for companies looking to reach new customers.

Figure 5: Flixbus – Stop Locations By City/Region (as of January 2020)

Metro Area	Stop Locations
<i>Austin</i>	Downtown Austin, North Austin (The Domain), Austin Airport
<i>Dallas</i>	Bishop Arts, Market Center, Downtown Dallas, Love Field Airport
<i>Houston</i>	Downtown Houston, Pasadena, The Woodlands, Hobby Airport
<i>Las Vegas</i>	Fashion Show Mall, Downtown Las Vegas, UNLV, Henderson
<i>Los Angeles Area</i>	USC, UCLA, Downtown LA (Union Station), Anaheim, Burbank, Riverside, Montclair, Long Beach, Redondo Beach, Rowland Heights, Santa Monica
<i>New Orleans</i>	Union Pacific Terminal, University of New Orleans
<i>New York</i>	Allen Street (Chinatown), Midtown West
<i>Sacramento</i>	Downtown, Midtown, East Sacramento
<i>San Antonio</i>	Downtown San Antonio, La Cantera
<i>San Diego</i>	La Jolla, Old Town Depot, Seaport Village, Balboa Park, SDSU, San Ysidoro
<i>San Francisco</i>	Stonestown, Downtown SF (Caltrain)
<i>San Jose</i>	East San Jose, Downtown San Jose

Conclusion

Intercity bus services along this heavily travel corridor have come a long way in two decades. Although this evolution initially blossomed as a customer-centric innovation (bring the bus to where the people are), the fact is that network access points in densely populated regions are now required by most carriers today in order to stay relevant. In the New York - Washington corridor, there is significant competition and an oversupply of seats in the market, placing downward pressures on profits for many companies. While this environment gives passengers more choices at lower prices, it ultimately pushes operators to find other ways to stand out and cover their costs, namely through service quality and convenience.

With continued advances in technology, millennials leaving city centers for suburban areas and Baby Boomers retiring and travelling more, intercity bus services are well positioned to adapt to changing demands through regional stop locations.

Please turn to the following page for a full summary of schedules operated

Figure 6: Full Summary of Schedules Operated by Carrier (NY-DC, Southbound Only)

Carrier	Route/Sector	Peak Day Schedule (Sun.) 2000	Peak Day Schedule (Sun.) 2009	Peak Day Schedule (Sun.) 2020	Notes
Greyhound	NY GWB Station - DC via Baltimore	5	0	3	((1))
	NY Port Authority - DC Express	31	21	12	((2))
	NY Port Authority - DC Local via Baltimore	11	6	9	((2))
	NY Port Authority - Silver Spring	6	1	0	
	Do any DC trips also stop in the suburbs?	2	14	10	((3))
	Do any DC trips make multiple stops in DC?	0	0	0	
Peter Pan	NY Port Authority - DC via Baltimore	0	0	11	((2))
	Silver Spring Connection through Baltimore	0	0	5	((4))
BoltBus	Newark, NJ - DC via Baltimore	0	0	4	((5))
	NY Midtown/Canal St - DC Express	0	23	11	((6))
	NY Midtown-Greenbelt via Baltimore	0	11	10	
	Do any DC trips make multiple stops in DC?	0	0	4	((7))
Wash Dlx	All Trips (Brooklyn/NY Midtown - DC)	0	9	8	((8))
	Do any DC trips also stop in the suburbs?	0	0	0	((9))
	Do any DC trips make multiple stops in DC?	0	7	8	((10))
Vamoose	All Trips (NY Midtown - Arlington/Bethesda/Lorton)	0	9	14	((11))
	Do any trips make multiple stops in suburbs?	0	9	8	((12))
Megabus	All Trips (from NY Midtown & Secaucus, NJ)	0	14	23	((13))
	NY Midtown -DC Express	0	0	13	
	NY Midtown -DC via Baltimore	0	14	5	
	NY Midtown -DC via Newark, DE & Baltimore	0	0	2	
	NY Midtown -DC via Philadelphia & Baltimore	0	0	2	
DC2NY/BestBus	Secaucus - DC (Boston-DC via Philly & Baltimore)	0	0	1	
	NY Midtown - DC (DuPont Circle & Union Station)	0	3	11	((14))
	NY Midtown -Vienna/Manassas	0	0	5	
	Do any DC trips also stop in the suburbs	0	0	7	((15))
Tripper Bus	Do any DC trips make multiple stops in DC?	0	0	11	
	All Trips (NY Midtown - Arlington/Bethesda)	0	6	6	((16))
Eastern	Total Trips	0	23	0	((17))
MVP Bus	Total Trips	0	7	0	((18))
New Century	Total Trips	0	10	0	((19))
Hola Bus	Total Trips	0	9	0	((20))
Dragon Coach	Total Trips	0	5	0	((21))
Coach Run	All Trips (NY - College Park/DC)	0	0	2	((22))

Figure 6: Full Summary of Schedules Operated by Carrier (NY-DC, Southbound Only)
(Continued)

Carrier	Route/Sector	Peak Day Schedule (Sun.) 2000	Peak Day Schedule (Sun.) 2009	Peak Day Schedule (Sun.) 2020	Notes
	<i>Do any DC trips also stop in the suburbs?</i>	0	0	2	
GoBuses	<i>NY Midtown - Greenbelt-DC-Alexandria</i>	0	0	5	((23))
	<i>NY Midtown - Tysons-Vienna-Manassas</i>	0	0	5	
	<i>Do any DC trips also stop in the suburbs?</i>	0	0	5	
	<i>Do any DC trips make more than 1 stop in DC?</i>	0	0	5	
OurBus	<i>North Jersey/Newark - DC</i>	0	0	2	((24))
	<i>NY Midtown -DC via Union City or Newark, DE</i>	0	0	6	((25))
	<i>Do any DC trips also stop in the suburbs?</i>	0	0	2	((26))
	<i>NY Midtown or Newark - Columbia, MD (DC Bypass)</i>	0	0	1	((27))
FlixBus	<i>All Trips (NY - DC via all routes)</i>	0	0	21	((28))
	<i>NY-DC Only</i>	0	0	12	
	<i>NY-DC via Philadelphia & Baltimore</i>	0	0	3	
	<i>NY-DC via Baltimore</i>	0	0	0	
	<i>NY-DC continuing to Rockville, MD</i>	0	0	1	
	<i>NY-DC via Baltimore through to Richmond</i>	0	0	0	
	<i>NY-DC continuing to Richmond, VA</i>	0	0	5	

Notes

((1))	NY GWB Bus Station service in 2000 was offered as part of long distance services, vs. the 2020 schedule where it operates between Boston-DC via Hartford, GWB & Newark, NJ
((2))	Greyhound worked together with Peter Pan through a pooling agreement approved by the Surface Transportation Board on their NY-DC service. The data shown for 2000 and 2009 reflect services operated by both companies under one entity through the agreement. As the pooling agreement ended in September 2017, the 2020 figures are shown as separate companies offering different, uncoordinated services.
((3))	This figure accounts for the New Carrollton, MD and Silver Spring, MD stops that select Express and Local schedules make on their way to Washington DC
((4))	As of January 2020, Peter Pan does not offer a direct connection between Silver Spring and New York. Passengers travelling to or from Silver Spring would get on a DC schedule and transfer in Baltimore.
((5))	For the purposes of our research, we have separated schedule data for BoltBus and Greyhound, even though the former is a division of the latter, as their service orientation as primarily a curbside carrier, present distinct scheduling patterns.
((6))	Select schedules make two stops in NYC Manhattan (Midtown & SoHo-Canal Street)
((7))	In 2009, select schedules operated to Union Station, while others operated to Metro Center. In 2020, select schedules offer two stops on a schedule at Union Station and DuPont Circle.
((8))	For the purposes of our research, we have separated schedule data for Washington Deluxe and Tripper Bus, even though they share the same ownership, as each brand serves different markets (Washington Deluxe - DC, Tripper - Suburbs)
((9))	One schedule operates between various locations in Brooklyn and Lower Manhattan enroute to Washington DC
((10))	On peak, non-holiday periods, Washington Deluxe schedules 8 standard coach trips and 1 LuxBus trip. Standard coach trips offer 56 seats while LuxBus trips offer 34 seats in a 2-1 configuration.
((11))	Schedules operate in various arrangements on peak days - Bethesda only, Arlington only, Bethesda & Arlington, Arlington & Lorton and Bethesda, Arlington and Lorton
((12))	On peak, non-holiday periods, Vamoose schedules 11 standard coach trips and 3 Vamoose Gold trips. Standard coach trips offer 56 seats while Gold trips offer 34 seats in a 2-1 configuration.
((13))	The base capacity for a standard Megabus schedule operating between NY and DC is 81 seats utilizing a double decker coach. The company is known to substitute a standard coach (or multiple standard coaches) to adapt to demand trends on a day to day basis.
((14))	On peak, non-holiday periods, BestBus schedules 10 standard coach trips and 1 BestBus Prime trip between NY and DC, and 4 standard coach trips and 1 BestBus Prime trip between NY and Manassas, VA. Standard coach trips offer 56 seats while Prime trips offer 34 seats in a 2-1 configuration.
((15))	On most peak, non-holiday periods, the Springfield, VA stop is served on schedules departing NYC in the late afternoon and evening.
((16))	The standard Tripper Bus schedule of 7 trips operating btwn. NY and Bethesda/Arlington during our observation period was adjusted due to demand and therefore, we included the alternate operation they offered in our research data. On peak, non-holiday periods, Tripper Bus schedules 6 standard coach trips and 1 Tripper Bus Elite trip between NY and VA. Standard coach trips offer 56 seats while Prime trips offer 34 seats in a 2-1 configuration.
((17))	During our 2009 observation period, Eastern Bus was operated as a division of Coach USA as part of a brief acquisition of various Chinatown Bus operators. During the course of a few months in 2009, Coach USA integrated the Eastern and megabus.com schedules together and offered all trips for sale on the megabus.com website. The data shown in our research represents the Eastern branded schedules operated under this brief pooled operation.
((18))	MVP Bus offered schedules from NY Midtown to Washington DC via Baltimore
((19))	New Century Bus offered multiple departures from NY Chinatown to Washington DC via Baltimore, with select schedules also operating via Philadelphia
((20))	Hola Bus offered multiple departures from NY Midtown to Washington DC via Union City, NJ and Baltimore
((21))	Dragon Coach/Sago Bus offered several departures from NY Chinatown & Midtown to Washington DC via Baltimore
((22))	Coach Run offers service from NY Chinatown & Midtown to two locations in the DC Metro Area - College Park, MD & Metro Center enroute to Richmond, VA via Baltimore
((23))	GoBuses operates two variations of their NY-DC-Alexandria, VA service, with select trips operating via Greenbelt, and others running express to DC. The company utilizes two stop locations in Washington DC - L'Enfant Plaza and Eastern Market
((24))	OurBus offers multiple routing variations on its North Jersey-DC services. Several schedules offer stops in Clifton, Newark, New Brunswick and Hamilton, while others operate only to Newark either express or via New Brunswick. Select schedules continue onto Tysons, VA
((25))	OurBus operates multiple routing variations on its NYC-DC services, including departure points in Midtown. Select schedules depart from the Port Authority, while others depart from Midtown East. Enroute to DC, select schedules make stops in Union City, NJ and/or Newark, DE.

Notes

(Continued)

((26))	OurBus runs two schedules through Washington DC, one enroute to Norfolk via Richmond (NY-DC-Norfolk) and the other to Tysons,VA (Newark-DC-Tysons)
((27))	OurBus serves Columbia, MD on its NY-Baltimore-Towson-Columbia route. The company also offers two other variants of the route depending on the day and week - one as a stop enroute from NY-DC and the other enroute between NY, Columbia, Rockville, Bethesda and Tysons, VA.
((28))	FlixBus offers select trips serving both NY Chinatown and NY Midtown enroute to Washington DC, while others only serve NY Midtown